

Message Text

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ACTION EB-07

INFO OCT-01 EUR-12 NEA-10 ISO-00 AID-05 CIAE-00
COME-00 FRB-03 INR-07 NSAE-00 USIA-06 TRSE-00
XMB-02 OPIC-03 SP-02 LAB-04 EPG-02 SIL-01 OMB-01
NSC-05 SS-15 STR-04 CEA-01 L-03 H-01 PA-01 PRS-01
SSM-03 AGR-01 /101 W

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FM AMEMBASSY AMMAN
TO SECSTATE WASHDC 1988
INFO AMEMBASSY BERLIN
AMEMBASSY DAMASCUS

C O N F I D E N T I A L AMMAN 3346

E.O. 11652: GDS

TAGS: ETRD, JO, GE

SUBJECT: CDR TRADE DELEGATION VISIT TO JORDAN

1. TWELVE-MAN GDR TRADE MISSION HEADED BY PETER FRITCHE,
(IDENTIFIED IN LOCAL MEDIA AS DIRECTOR GENERAL OF GDR
FOREIGN TRADE MINISTRY) VISITED JORDAN JUNE 4 - 9. THIS
WAS FIRST OFFICIAL GDR TRADE/ECONOMIC MISSION TO VISIT
JORDAN. AT CLOSE OF SESSIONS BETWEEN GDR MISSION AND
JORDAN'S MISISTRY OF INDUSTRY AND TRADE, LOCAL MEDIA
REPORTED THAT ISSUES DISCUSSED INCLUDED GDR INTEREST
IN CONTRIBUTING FINANCING FOR JORDAN'S 1976-1980 FIVE
YEAR PLAN FOR ECONOMIC DEVELOPMENT; GDR INTEREST IN
"PARTICIPATING" IN ELECTRIFICATION OF JORDAN VALLEY AND
EXPANSION OF JORDANIAN PHOSPHATE INDUSTRY; AND
"EXPRESSED READINESS" TO PROVIDE JORDAN WITH
TECHNICAL AID. MORE TO THE POINT, SENIOR JORDANIAN
REPRESENTATIVE AT MEETINGS, UNDERSECRETARY OF MINISTRY
OF INDUSTRY AND TRADE, HASHEM DABBAS, WAS QUOTED AS
HAVING TOLD GERMANS THAT THEY ARE WELCOME TO RESPOND TO
JORDANIAN TENDERS.

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2. IN PRIVATE DISCUSSION WITH EMBOFF, DABBAS SAID THAT
MEETINGS WERE ESSENTIALLY WITHOUT SUBSTANCE. GDR
DELEGATION HAD COME TO EXPLORE MARKET POSSIBILITIES IN
JORDAN, MOSTLY FOR PROCESSED FOODS AND MACHINERY.
PROSPECTS FOR CONCESSIONAL FINANCING FROM GDR HE REGARDS
AS NIL, DESPITE PRESS ACCOUNTS OF GDR INTEREST IN "PARTI-

CIPATING" IN FIVE YEAR PLAN. THERE WERE NO ARRANGEMENTS MADE FOR FUTURE MEETINGS. AGREED MINUTES OF MEETINGS WILL BE PRINTED IN ABOUT A WEEK, BUT DABBAS DISMISSED THEM AS INSUBSTANTIAL.

3. DABBAS WAS PERSONALLY UNIMPRESSED WITH GDR DELEGATION. HE SAID THEY ARRIVED WITH LITTLE KNOWLEDGE OF JORDAN AND WERE SURPRISED, FOR EXAMPLE, TO FIND THEMSELVES IN COUNTRY WITH BASICALLY FREE ENTERPISE SYSTEM. HE SAID THAT GDR HAD BEEN INTERESTED IN SENDING SUCH DELEGATION TO JORDAN FOR SOME TIME, BUT LACK OF ENTHUSIASM ON JORDANIAN SIDE HAD LONG DELAYED VISIT. ASKED IF THERE APPEARED ANY PROSPECT OF SELLING PHOSPHATES (JORDAN'S MAJOR EXPORT COMMODITY, WIDELY MARKETING IN EASTERN EUROPE) TO GDR, DABBAS SAID HE HAD RAISED ISSUE WITH VISITING DELEGATION AND WAS TOLD THAT GDR MET ALL ITS REQUIREMENTS FROM SOVIET UNION. AS ILLUSTRATIVE OF LIMITED AUTHORITY OF VISITING OFFICIALS TO NEGOTIATE, DABBAS REMARKED THAT THEY SEEMED TO HAVE ARRIVED WITH "COPY OF THE MINUTES OF THE MEETINGS IN THEIR POCKET" AND HAD DIFFICULTY IN AGREEING TO THE BLAND DOCUMENT THAT WAS FINALLY ISSUED. ACCORDING TO DABBAS, GDR SEEMED TO EXPECT TRADE CONCESSIONS WITH NOTHING IN RETURN. DABBAS RESPONDED BY WELCOMING GDR PARTICIPATION IN JORDANIAN TENDERS -- I.E., JUST AS EVERYONE ELSE IS WELCOME.

SUDDARTH

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